The College Placement Council 62 Highland Avenue / Bethlehem, PA 18017

The national association for career planning, placement, and recruitment

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CPC Salary Survey

REGIONAL Interim Report No. 3, April 1984

MIDDLE ATLANTIC REGION (MAPA)

Bucknell University
Carnegie-Mellon University
Cedar Crest College
Delaware State College
University of Delaware
Fairleigh Dickinson University - Teaneck
George Washington University
Grove City College
IUP - Indiana, PA
Lafayette College
Lehigh University
Lincoln University (PA)
Morgan State University
New Jersey Institute of Technology
Pennsylvania State University
Pennsylvania State University - Capitol Campus
University of Pennsylvania
University of Pennsylvania - Wharton Graduate School
University of Pittsburgh
Princeton University
Rutgers University - Camden-College of Arts and Sciences
Rutgers University - New Brunswick
Temple University
Villanova University
Virginia State University
West Virginia University

The 187 placement offices at the 162 colleges and universities that participate in the *Salary Survey* are divided into seven geographic regions. The placement offices listed comprise the Middle Atlantic region.

The data are based on salary offers made to students graduating between September 1, 1983, and August 31, 1984. Tables on pages 2 through 5 list data on both regional and national levels for the interim period (March 3 through April 6) and cumulatively (September 1 through April 6). The block tables contain data for the interim period only.

SCOPE AND NATURE OF THE SURVEY

The scope, nature, and coverage of the CPC *Salary Survey* are particularly important to the interpretation and proper use of the statistics.

Offers are reported from employing organizations in business, industry, government, and non-profit and educational organizations. The offers are base starting salary offers and do not include fringe benefits or overtime. The data cover a broad range of functional positions, except teaching. Confidentiality is maintained for the individual, the college, and the employer.

The *Survey* reports offers, not acceptances, with no limit on the number of offers per student. Therefore, offers in the study cannot be equated with actual hires, and when the economic climate changes substantially, the ratio of offers to hires usually changes also, making comparison with other years no longer valid. In those categories where offers are relatively few, the data should be regarded only as an indication.

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(Data Combined For Men and Women)

AVERAGE MONTHLY SALARY OFFERS

Bachelor's Degree Candidates

BY CURRICULUM FOR ALL TYPES OF EMPLOYERS	INTERIM PERIOD 3/3/84 THROUGH 4/6/84							CUMULATIVE PERIOD 9/1/83 THROUGH 4/6/84						
	NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES[1]			NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES[1]		
	Regional	National	Regional	National	90th	50th	10th	Regional	National	Regional	National	90th	50th	10th
BUSINESS														
Accounting	50	835	$1641	$1651	$1750	$1643	$1500	415	4289	$1588	$1628	$1750	$1575	$1500
Business—General (incl Mgmt)	26	458	1454	1565	1850	1450	1000	131	1843	1444	1519	1935	1416	1016
Marketing & Distribution	16	167	1571	1515	*	*	*	35	761	1591	1478	2000	1583	1166
HUMANITIES & SOCIAL SCIENCES														
Humanities	11	71	1695	1515	*	*	*	21	224	1517	1395	2250	1500	1000
Economics[2]	6	62	1693	1667	*	*	*	19	149	1630	1536	*	*	*
Other Social Sciences	4	66	1871	1611	*	*	*	24	333	1351	1370	1750	1292	833
ENGINEERING														
Aeronautical	1	51	2225	2209	*	*	*	3	193	1938	2144	*	*	*
Chemical	46	422	2302	2311	2425	2294	2100	118	1051	2263	2288	2425	2292	2066
Civil (incl Construction, Sanitary, & Transportation Engrg)	15	118	1842	1930	*	*	*	42	533	1737	1893	2208	1718	1333
Electrical (incl Computer Engrg)	121	1547	2228	2228	2383	2250	2080	288	4600	2186	2193	2405	2236	1825
Geological	+	8	+	2209				+	34	+	2040			
Industrial	32	196	2164	2127	2275	2200	2042	80	536	2133	2113	2300	2200	1833
Mechanical	78	749	2204	2210	2400	2213	2000	205	2391	2164	2184	2372	2195	1850
Metallurgical (incl Metallurgy & Ceramic Engrg)	14	64	2240	2226	*	*	*	40	157	2214	2209	2350	2200	2125
Mining	+	5	+	2302				10	27	1700	2013	*	*	*
Nuclear (incl Engrg Physics)	3	19	2191	2268	*	*	*	9	45	2155	2237	*	*	*
Petroleum	1	97	2600	2458	*	*	*	7	276	2431	2503	*	*	*
Engineering Technology	9	102	2150	2118	*	*	*	20	441	2089	2074	2250	2071	1975
SCIENCES														
Agricultural Sciences	2	26	1195	1362	*	*	*	14	147	1272	1395	*	*	*
Biological Sciences	1	15	1125	1186	*	*	*	7	45	1281	1321	*	*	*
Chemistry	7	30	1814	1798	*	*	*	13	78	1801	1775	*	*	*
Computer Science	46	534	1987	2043	2250	2074	1666	123	1671	1989	2017	2250	2041	1666
Health (Medical) Professions	7	16	1450	1363	*	*	*	21	178	1636	1575	2166	1608	1175
Mathematics	7	84	2064	1943	*	*	*	27	176	1991	1934	2291	2085	1386
Other Physical & Earth Sciences	4	26	1852	1810	*	*	*	18	100	1633	1814	*	*	*
Totals	507	5768						1690	20278					

[1] Percentiles are computed on regional data.
[2] Includes economics programs with both business and social science orientation.
* Not computed for fewer than 20 offers.
+ No offers reported.

(Data Combined For Men and Women)

AVERAGE MONTHLY SALARY OFFERS

Bachelor's Degree Candidates

BY FUNCTIONAL AREA FOR ALL TYPES OF EMPLOYERS	INTERIM PERIOD 3/3/84 THROUGH 4/6/84							CUMULATIVE PERIOD 9/1/83 THROUGH 4/6/84						
	NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES[1]			NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES[1]		
	Regional	National	Regional	National	90th	50th	10th	Regional	National	Regional	National	90th	50th	10th
Accounting/Auditing	52	850	$1641	$1647	$1750	$1643	$1500	429	4305	$1583	$1625	$1750	$1575	$1500
Business Administration	24	208	1511	1594	2200	1450	1000	98	862	1439	1522	2083	1408	916
Communications	1	23	2250	1609	*	*	*	15	108	1690	1535	*	*	*
Community & Service Orgs. Work	3	9	1208	1412	*	*	*	7	81	1441	1350	*	*	*
EDP-Programming/Systems	52	563	1989	2033	2250	2075	1666	128	1804	1963	2008	2250	2027	1500
Engineering	299	3128	2209	2224	2391	2235	2036	761	9528	2161	2187	2400	2220	1794
Farm & Natural Resources Mgmt.	+	12	+	1337				6	50	1232	1345	*	*	*
Finance & Economics	4	163	1313	1699	*	*	*	15	466	1478	1585	*	*	*
Health (Medical) Services	6	20	1525	1319	*	*	*	26	204	1618	1521	2416	1587	1141
Manufacturing &/or Industrial Oprs.	8	120	2115	2039	*	*	*	25	444	2028	2004	2375	2083	1500
Mathematics/Statistics	5	78	1982	1903	*	*	*	17	152	1930	1874	*	*	*
Merchandising/Sales Promotion	4	108	1569	1388	*	*	*	31	629	1503	1376	1958	1417	1000
Personnel/Employee Relations	1	23	1666	1438	*	*	*	6	109	1454	1439	*	*	*
Research—Non-Scientific	1	30	2333	1782	*	*	*	8	97	1575	1736	*	*	*
Research—Scientific	15	113	1888	1961	*	*	*	40	319	1867	1932	2335	1914	1208
Rotational Training—Non-Technical	2	47	1935	1495	*	*	*	11	242	1788	1402	*	*	*
Rotational Training—Technical	5	60	2211	2165	*	*	*	15	157	2156	2104	*	*	*
Sales—Non-Technical Degree	22	177	1587	1536	1925	1542	1137	44	635	1552	1505	1925	1500	1137
Sales—Technical/Scientific Degree	3	36	2035	2016	*	*	*	8	86	1927	1903	*	*	*
Totals	507	5768						1690	20278					

[1] Percentiles are computed on regional data
* Not computed for fewer than 20 offers
+ No offers reported

(Data Combined For Men and Women)

AVERAGE MONTHLY SALARY OFFERS

Master's Degree Candidates
Inexperienced
(One Year Or Less Of Full Time, Non-Military Employment)

GRADUATE PROGRAM	INTERIM PERIOD 3/3/84 THROUGH 4/6/84							CUMULATIVE PERIOD 9/1/83 THROUGH 4/6/84						
	NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES[1]			NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES[1]		
	Regional	National	Regional	National	90th	50th	10th	Regional	National	Regional	National	90th	50th	10th
BUSINESS														
Accounting	2	147	$1836	$1932	*	*	*	6	461	$1780	$1927	*	*	*
MBA (Non-Technical Undergraduate)	2	284	1850	2435	*	*	*	21	733	1974	2240	$2333	$1875	$1625
MBA (Technical Undergraduate)	8	97	2406	2530	*	*	*	11	186	2530	2484	*	*	*
MS-Business (incl. Mgmt., Mktg., Finance, etc.)	+	43	+	2590				3	130	2147	2216	*	*	*
Industrial Mgmt. (incl. Industrial Admin.)	2	15	2117	2330	*	*	*	4	33	1937	2206	*	*	*
Administration (incl. Public, Hospital, etc.)	1	1	1541	1541	*	*	*	1	13	1541	1750	*	*	*
HUMANITIES & SOCIAL SCIENCES														
Humanities	+	9	+	1547				4	23	1070	1423	*	*	*
Social Sciences	+	13	+	1632				12	46	1357	1606	*	*	*
ENGINEERING														
Chemical	5	29	2517	2504	*	*	*	14	107	2534	2503	*	*	*
Civil (incl. Construction, Sanitary, & Transportation Engrg.)	+	23	+	2274				2	77	1835	2258	*	*	*
Electrical (incl. Computer Engrg.)	1	128	3258	2575	*	*	*	4	395	2692	2550	*	*	*
Industrial	1	16	2450	2520	*	*	*	4	61	2590	2478	*	*	*
Mechanical	5	65	2402	2532	*	*	*	16	251	2396	2516	*	*	*
Nuclear (incl. Engrg. Physics)	+	5	+	2423				2	16	2325	2483	*	*	*
SCIENCES														
Chemistry	3	7	2861	2625	*	*	*	9	28	2437	2304	*	*	*
Computer Science	3	85	2583	2539	*	*	*	13	240	2239	2482	*	*	*
Geology & Related Geological Sciences	2	18	1917	2574	*	*	*	7	46	1946	2421	*	*	*
Mathematics	+	15	+	2324				+	30	+	2313			
Metallurgy (incl. Met. Engrg., Materials Engrg./ Science, & Ceramics)	5	10	2400	2440	*	*	*	9	31	2428	2456	*	*	*
Totals	40	1010						142	2907					

[1] Percentiles are computed on regional data.
* Not computed for fewer than 20 offers.
+ No offers reported.

(Data Combined For Men and Women)

AVERAGE MONTHLY SALARY OFFERS

Master's Degree Candidates—Experienced[1]

GRADUATE PROGRAM	INTERIM PERIOD 3/3/84 THROUGH 4/6/84							CUMULATIVE PERIOD 9/1/83 THROUGH 4/6/84						
	NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES[2]			NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES[2]		
	Regional	National	Regional	National	90th	50th	10th	Regional	National	Regional	National	90th	50th	10th
Over 1 to 2 years														
MBA - Non-Tech Undergraduate	1	76	$2910	$2545	*	*	*	3	189	$2345	$2458	*	*	*
MBA - Tech Undergraduate	+	27	+	2960				1	54	2500	2825	*	*	*
Over 2 to 4 years														
MBA - Non-Tech Undergraduate	+	140	+	2665				+	227	+	2631			
MBA - Tech Undergraduate	+	45	+	2886				+	66	+	2810			
Over 4 years														
MBA - Non-Tech Undergraduate	+	83	+	2559				3	186	1864	2604	*	*	*
MBA - Tech Undergraduate	+	23	+	3035				+	39	+	2963			
Totals	1	394						7	761					

DOCTORAL DEGREE CANDIDATES

ENGINEERING														
Chemical	2	25	$3159	$3299	*	*	*	5	56	$3100	$3245	*	*	*
Civil (incl. Construction, Sanitary, & Transportation Engrg.)	+	4	+	3006				+	9	+	3111			
Electrical (incl. Computer Engrg.)	+	17	+	3688				2	59	3408	3374	*	*	*
Mechanical	+	13	+	3245				+	24	+	3207			
SCIENCES														
Chemistry	12	73	2953	2972	*	*	*	12	127	2953	2933	*	*	*
Mathematics (incl. Oprs. Research, Statistics, & Actuarial Science)	1	11	2417	2775	*	*	*	1	20	2417	2849	*	*	*
Metallurgy (incl. Met. Engrg., Materials Engrg. / Science, & Ceramics)	+	3	+	2736				+	7	+	3095			
Physics	2	17	3292	3343	*	*	*	2	32	3292	3183	*	*	*
Totals	17	163						22	334					

[1] Years of previous full-time, non-military employment.
[2] Percentiles are computed on regional data.
* Not computed for fewer than 20 offers.
+ No offers reported.

AVERAGE MONTHLY SALARY OFFERS APRIL 1984 MAPA REGIONAL INTERIM REPORT NUMBER 3

BY CURRICULUM & EMPLOYER INTERIM PERIOD 3/3/84 THROUGH 4/6/84 PART 1 - PAGE 1

CURRICULUM	ACCTG-PUBLIC		BANK-FINANCE		MERCHANDSNG		AERO-ELECTRNC		AUTO,MECH-EQPT		BLDG MATERIAL	
ACCOUNTING	1610 1750 1500	43	2075	1			1935	1				
BUSINESS - GENERAL	1583	1	1314	14	1000	1			1416	1	1700	1
MARKETING/DISTRIBUTN			910	1	1484	8	1833	1			1700	1
HUMANITIES			1450	1							1700	1
ECONOMICS			1100	1			2082	2				
OTHR SOCIAL SCIENCES			2500	1								

AVERAGE MONTHLY SALARY OFFERS APRIL 1984 MAPA REGIONAL INTERIM REPORT NUMBER 3

BY CURRICULUM & EMPLOYER INTERIM PERIOD 3/3/84 THROUGH 4/6/84 PART 1 - PAGE 2

CURRICULUM	ACCTG-PUBLIC		BANK-FINANCE		MERCHANDSNG		AERO-ELECTRNC		AUTO, MECH-EQPT		BLDG MATERIAL	
AERONAUTICAL							2225	1				
CHEMICAL							2230	3	2230	1		
CIVIL -CNSTR/SAN/TRP							2256	4	1660	1	1913	2
ELECTRICAL -COMPTR	2000	1			2110	1	2242 2362 2100	66	2266	4	2192	3
GEOLOGICAL												
INDUSTRIAL	1667	1					2105	9	2240	2	2238	4
MECHANICAL					2363	2	2208 2250 2000	23	2232	12		
METALLURGICAL							2101	2	2350	1		
MINING												
NUCLEAR -ENGRG PHYS												
PETROLEUM -NATL GAS												
ENGINEERING TECH									2225	2		

AVERAGE MONTHLY SALARY OFFERS APRIL 1984 MAPA REGIONAL INTERIM REPORT NUMBER 3

BY CURRICULUM & EMPLOYER INTERIM PERIOD 3/3/84 THROUGH 4/6/84 PART 1 - PAGE 3

CURRICULUM	ACCTG-PUBLIC		BANK-FINANCE		MERCHANDSNG		AERO-ELECTRNC		AUTO, MECH-EQPT		BLDG MATERIAL	
AGRICULTURL SCIENCES												
BIOLOGICAL SCIENCES												
CHEMISTRY												
COMPUTER SCIENCE	1666	1	1792	2	1875	4	2044	13				
HEALTH (MED) PROFSNS			1000	1	1200	1						
MATHEMATICS			1500	1			2185	4				
OTHR PHYSCL/EARTH SC							2288	2				

AVERAGE MONTHLY SALARY OFFERS BY CURRICULUM & EMPLOYER

APRIL 1984 MAPA REGIONAL INTERIM REPORT NUMBER 3

INTERIM PERIOD 3/3/84 THROUGH 4/6/84

CURRICULUM	CHEMCLS-DRUG		ELECTRL MAC		FOOD-BEVERAGE		GLASS-PAPER		METALS/PRODS		PETRO/ALLIED	
ACCOUNTING	1667	2					1750	2			2000	1
BUSINESS - GENERAL	1666	1	1857	3			1542	3	1850	1		
MARKETING/DISTRIBUTN	1583	2	1775	1	2083	1						
HUMANITIES	1725	3	2288	2			1700	1	1625	1		
ECONOMICS			1880	2	1137	1						
OTHR SOCIAL SCIENCES			1400	1								

AVERAGE MONTHLY SALARY OFFERS BY CURRICULUM & EMPLOYER — APRIL 1984 MAPA REGIONAL INTERIM REPORT NUMBER 3 — INTERIM PERIOD 3/3/84 THROUGH 4/6/84 — PART 2 - PAGE 2

CURRICULUM	CHEMCLS-DRUG		ELECTRL MAC		FOOD-BEVERAGE		GLASS-PAPER		METALS/PRODS		PETRO/ALLIED	
AERONAUTICAL												
CHEMICAL	2289 2416 2100	31			2358	2					2458	4
CIVIL -CNSTR/SAN/TRP												
ELECTRICAL -COMPTR	2273	5	2322	10					2217	3		
GEOLOGICAL												
INDUSTRIAL	2198	7	2242	4					2242	2		
MECHANICAL	2254	8	2253	8			2000	3	2184	10	2418	2
METALLURGICAL	2400	1							2249	8		
MINING												
NUCLEAR -ENGRG PHYS												
PETROLEUM -NATL GAS											2600	1
ENGINEERING TECH			2071	2					2225	2		

AVERAGE MONTHLY SALARY OFFERS — APRIL 1984 MAPA REGIONAL INTERIM REPORT NUMBER 3

BY CURRICULUM & EMPLOYER — INTERIM PERIOD 3/3/84 THROUGH 4/6/84 — PART 2 - PAGE 3

CURRICULUM	CHEMCLS-DRUG		ELECTRL MAC		FOOD-BEVERAGE		GLASS-PAPER		METALS/PRODS		PETRO/ALLIED	
AGRICULTURL SCIENCES	1358	1										
BIOLOGICAL SCIENCES												
CHEMISTRY	1804	4					1775	2	1930	1		
COMPUTER SCIENCE	1933	6	2035	6	2250	1					2000	1
HEALTH (MED) PROFSNS												
MATHEMATICS					1875	1						
OTHR PHYSCL/EARTH SC											1250	1

AVERAGE MONTHLY SALARY OFFERS — APRIL 1984 MAPA REGIONAL INTERIM REPORT NUMBER 3

BY CURRICULUM & EMPLOYER — INTERIM PERIOD 3/3/84 THROUGH 4/6/84 — PART 3 - PAGE 1

CURRICULUM	RESRCH/CONSLT		TIRE-RUBBER		UTLTIES-PUBLC		GOVT-FEDERAL		GOVT-LCL/STATE		NON-PROFIT ORG	
ACCOUNTING												
BUSINESS - GENERAL												
MARKETING/DISTRIBUTN					1792	1						
HUMANITIES	1250	1									1166	1
ECONOMICS												
OTHR SOCIAL SCIENCES					2250	1					1333	1

AVERAGE MONTHLY SALARY OFFERS APRIL 1984 MAPA REGIONAL INTERIM REPORT NUMBER 3

BY CURRICULUM & EMPLOYER INTERIM PERIOD 3/3/84 THROUGH 4/6/84 PART 3 - PAGE 2

CURRICULUM	RESRCH/CONSLT		TIRE-RUBBER		UTLTIES-PUBLC		GOVT-FEDERAL		GOVT-LCL/STATE		NON-PROFIT ORG	
AERONAUTICAL												
CHEMICAL			2273	3	2320	2						
CIVIL -CNSTR/SAN/TRP	1333	1			1708	3	1650	3	1716	1		
ELECTRICAL -COMPTR	2191	4			2236 2420 2083	21	1647	3				
GEOLOGICAL												
INDUSTRIAL	2250	1			2215	1	1900	1				
MECHANICAL			2170	3	2106	6	1710	1				
METALLURGICAL					2205	2						
MINING												
NUCLEAR -ENGRG PHYS	2100	1			2236	2						
PETROLEUM -NATL GAS												
ENGINEERING TECH	2154	2			2005	1						

AVERAGE MONTHLY SALARY OFFERS — APRIL 1984 MAPA REGIONAL INTERIM REPORT NUMBER 3

BY CURRICULUM & EMPLOYER — INTERIM PERIOD 3/3/84 THROUGH 4/6/84 — PART 3 - PAGE 3

CURRICULUM	RESRCH/CONSLT		TIRE-RUBBER		UTLTIES-PUBLC		GOVT-FEDERAL		GOVT-LCL/STATE		NON-PROFIT ORG	
AGRICULTURL SCIENCES							1031	1				
BIOLOGICAL SCIENCES							1125	1				
CHEMISTRY												
COMPUTER SCIENCE	2084	6			2258	1	1856	5				
HEALTH (MED) PROFSNS									1250	1	1675	4
MATHEMATICS	2333	1										
OTHR PHYSCL/EARTH SC							1583	1				

AVERAGE MONTHLY SALARY OFFERS TO MBA CANDIDATES APRIL 1984 MAPA REGIONAL INTERIM REPORT NUMBER 3

BY TECHNICAL/NON-TECHNICAL CURRICULUM & EMPLOYER PART 1 INTERIM PERIOD 3/3/84 THROUGH 4/6/84

CURRICULUM	ACCTG-PUBLIC	BANK-FINANCE	MERCHANDSNG	AERO-ELECTRNC	AUTO,MECH-EQPT	BLDG MATERIAL
MBA - NON-TECHNICAL		1500 1				
MBA - TECHNICAL				2187 3	3029 2	

BY TECHNICAL/NON-TECHNICAL CURRICULUM & EMPLOYER PART 2 INTERIM PERIOD 3/3/84 THROUGH 4/6/84

CURRICULUM	CHEMCLS-DRUG	ELECTRL MAC	FOOD-BEVERAGE	GLASS-PAPER	METALS/PRODS	PETRO/ALLIED
MBA - NON-TECHNICAL					2200 1	
MBA - TECHNICAL	2215 2					2200 1

BY TECHNICAL/NON-TECHNICAL CURRICULUM & EMPLOYER PART 3 INTERIM PERIOD 3/3/84 THROUGH 4/6/84

CURRICULUM	RESRCH/CONSLT	TIRE-RUBBER	UTLTIES-PUBLC	GOVT-FEDERAL	GOVT-LCL/STATE	NON-PROFIT ORG
MBA - NON-TECHNICAL						
MBA - TECHNICAL						